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THE PROFIT PROBABILITIES OF PRACTICAL POULTRY PRODUCTION HEREIN SET FORTH

For present and intending farmers and fruit-growers of New England the monthly agricultural bulletin issued by the Industrial Department of the Boston & Maine Railroad is of much benefit.

It is entitled

NEW ENGLAND FARMS

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A CHANCE FOR THE HEN

IN

NORTHERN NEW ENGLAND

A Presentation of Testimony Showing What Has Been Done, as well as What Can Be Done, in the Poultry Industry in Massachusetts and New Hampshire

Issued by the

Boston & Maine Railroad

Industrial Department

Concord, N. H.

INV. '60

Where Ducks are Raised in Connection with Poultry

What the Poultry Industry in Massachusetts and New Hampshire Offers to Men and Women of Energy and Ability

The hen deserves a better chance in Northern New England. It may be a cantankerous creature and it is insistent on following its own ways and methods, but, rightfully controlled and carefully manipulated, it offers splendid profit-making probabilities, which are worthy of investigation by all who appreciate that opportunity flings wide open its doors to those who are ready to enter the field of production.

Massachusetts and New Hampshire offer unusually attractive openings for raising poultry. In the first place, suitable land areas and very satisfactory buildings are to be secured at low prices; second, markets are readily accessible and shipping facilities are ample, with low rates; third, the demand for the products is far in excess of the supply and is likely to so continue for many years.

In fact, in these important considerations, it has been estimated by the poultry department of Cornell University, one of the most efficient in the United States, that Massachusetts and New Hampshire enjoy an advantage of 30 per cent. over the poultry-raising region west of the Appalachain range. Against this, it is asserted that, in the cost of feed, the New England states are handicapped to the extent of 10 per cent.

This means that the poultry producers of Massachusetts and New Hampshire have a net advantage of 20 per cent. over those of the western states—in other words, a New England man is in a position to secure chickens and eggs 20 per cent. less than his competitors in the west.

Further, this 10 per cent. additional in the cost of feed, which the New England producer is called on to pay at present, is largely due to the fact that comparatively little corn and grain are raised in the New England states, a situation which, doubtless, will be remedied within a few years. Then the cost of feed will be about the same in both New England and the West and the net advantage enjoyed by the producers of Massachusetts and New Hampshire will be increased to 30 per cent.

Of the profit-making probabilities one has but to recur to figures of production and consumption in Massachusetts, where the value of poultry and eggs consumed is set at $25,000,000, and the value of the production is fixed at $5,000,000. As the remainder of New England produces only a very small amount beyond that required for local consumption, this means that the major portion of $20,000,000 is sent annually to other sections of the country when that amount easily could be secured by home producers; and the poultry and eggs returned for this vast amount could be produced 20 per cent. cheaper than at present in the west.

Is it not apparent that the hen should be given a chance in Northern New England?

However, argument is of little avail unless reinforced by fact. Therefore, before offering suggestions on the development of this very important industry, there is here presented a collection of statements from practical poulterers in Massachusetts and New Hampshire showing definite results from experiences in the business.

Opportunities for Poultry Culture

(By William P. Brooks, Director of the Massachusetts Agricultural Experiment Station.)

The proportion of the citizens of Massachusetts and New Hampshire directly interested in poultry keeping is large, greater, no doubt, than the proportion engaged in any other single agricultural industry. The principal reasons are that the amount of land required is relatively small, the necessary investment moderate and the labor comparatively light.

We have in these states all the necessary conditions for success. The winters, it is true, are long, and the costs of caring for fowls therefore somewhat greater than in a more genial climate; but, on the other hand, the markets are probably the best in the world—certainly they are unsurpassed in the United States. The home product falls far short of meeting the demand. Mr. A. F. Hunter, in a letter addressed to the late President H. H. Goodell in 1903, states that $20,000,000 of poultry products from without the state were sold in Boston and thirteen other cities of the commonwealth in 1902 and that the United States census for 1900 showed the total value of poultry and eggs produced in the state in 1899 was a little less than $4,000,000—

Group of Curtain-Front Poultry Houses

hardly one fifth of the value of the poultry and eggs received from outside the state.

Of course, it does not necessarily follow that the poultry and eggs now purchased without the state should be produced within its borders. It may be that our people are otherwise more profitably employed or that localities with greater natural advantages can lay their products down in our larger markets at prices lower than home producers can meet.

The following facts, however, will not be disputed:

1. Many landowners, large and small, make little profit in the lines of farming or gardening now followed.

2. This state contains many acres of relatively infertile land, held at a low valuation and well suited for poultry farming.

3. Experience shows conclusively that while considerable areas are preferable, poultry keeping may be made successful even in comparatively restricted quarters.

4. Much of the work connected with poultry keeping can be performed by those not capable of hard work. It is especially suited, therefore, to women, young people and those not physically strong, classes now often finding it difficult to obtain congenial and profitable work.

5. Poultry products invariably can be readily sold, and, on the average, at prices which, under wise and efficient management, afford a profit.

6. Poultry products command prices which are higher in proportion to bulk and weight than most farm products, and they can accordingly better pay the necessary costs of transportation to distant markets.

This statement of facts and conditions, considered in connection with the statistics of sales of poultry products from without the state in our large cities makes it apparent that Massachusetts and New Hampshire afford a promising field for a large increase in poultry farming.

Poultry Found to Be a Paying Branch

(By Eugene Hough, Manager Overlook Farm, Westminster, Mass.)

Overlook farm was raising pure-bred Holstein-Freizian cattle and Southdown sheep, selling the young stock for good prices. Three years ago it was deemed advisable to give poultry a try-out, as a separate branch, without interfering with the pure-bred stock business. The second year, wintering

Laying House, 460 Feet Long, on a Large Poultry Farm

500 layers and selling the eggs and live poultry in Boston the market, netted $1.52 per hen. The third year, wintering 700 layers, netted $1.63 per hen.

This branch of the industry showed such excellent profits and quick returns that it was thought good business to increase the capacity so as to accommodate 2,000 layers. This necessitated inlarging the incubator cellar and putting in a hot water brooding house, with a capacity of 3,000 chickens.

By plowing up old pastures, liming and fertilizing them, corn and clover can be raised sufficient for one-half the feed. This enables other departments to market their products at top-notch prices without hauling them away. Shredded corn stalks (for scratching pens) small potatoes, pumpkins and mangels are sold to the poultry department at high prices, thus bringing the income of the farm up much higher than was found possible without the poultry.

We have not tried to raise "show birds," nor to, in any way, secure abnormal returns. Everything has been sold through the commission houses in Boston. There is good profit in poultry if it is conducted as other industries are; that is to say conducted on business principles. These New England hill farms can be made to pay good dividends if cultivated, with corn, clover and chickens in view.

A Chance for the Discontented

(By Cyrus Batchelder, North Haverhill, N. H.)

For the person who has natural liking for chicken-kind, is able-bodied and willing to work, there is much enjoyment and a good round profit in poultry-farming. No one branch of agriculture holds out greater inducements or offers a surer means of livelihood, and the necessary amount of capital for a beginning is not large.

New Hampshire and Vermont are especially adapted to poultry culture, since location, soil and climatic conditions are favorable.

Boston is conceded the best market in the world for poultry products, particularly those of high grade, and its markets are never glutted.

There is a great number of farmers in New England who could add materially to their incomes by giving better attention to the poultry end of their operations. There are also numerous small farms scattered about the northern section that might be turned to better account by converting them into poultry farms. These may be purchased at merely nominal figures, and are desirable for the purpose, since corn, oats, roots, clover, etc., grow abundantly under ordinary management, and compose the main part of the poultry ration.

The farmer who can keep a few cows, raise most of his foodstuff, and make poultry his specialty, need have little fear of the poor-house.

There are poultrymen in these states who are clearing $1,000 or more per year from 600 hens, strictly in a market sense. By a combination of fancy and utility these profits could be largely increased. The writer combines the two, and is in the business as a side-line only, yet it requires no great effort to realize a profit of $2 or more per head per year, labor not being taken into account.

If more of the underpaid, underfed, underestimated — and consequently discontented — poor men of the cities would hike back into the country, buy or rent these cheap farms, start diversified farming, with poultry as a specialty, there would be more happiness, better living and less discontent in this hurly-burly world of ours.

Poultry Demand Increasing Almost Incredibly

(By G. A. Coolidge of R. Y. Coolidge & Son, Hudson, Mass.)

We are all obliged to acknowledge that the poultry industry is rapidly growing in importance. Today we find the food markets of the world placing it side by side with other branches of the live stock industry.

The demand for fresh eggs and good poultry is increasing at an almost incredible pace and, if we would keep up with it, the business must increase proportionately. The past year eggs were quoted the highest for years and the price of live stock advanced to 23 cents per pound in the spring of 1910—nearly double that quoted the year previously.

The "fancy" market is also growing. New breeds and varieties are being added, while the adherents of the older breeds still increase. The demand for high class birds has never been greater than during the past season, and many breeders of note report the sale of eggs for hatching the best for years.

Our experience has been that of the breeder of the smaller magnitude. While it has extended over a period of 25 or 30 years, only until the last 10 or 12 has the senior member of the firm looked to it as a means of livelihood.

Fifteen years ago we bred a few Buff Wyandottes, then practically a new variety, and, finding them superior layers and better poultry than any other variety we had ever before produced, disposed of all else and have since devoted our time and study to this variety. We have combined the utility with the fancy and today are producing birds of show room quality that prove excellent layers and poultry.

We hatch (with hens) from 300 to 500 chickens annually and house about 200 layers through the winter.

To be most successful one must look carefully to the selling end. Cater to the wants of the market and build up a gilt edge trade with customers who are willing to pay advanced prices for the best quality.

There are millions of dollars of invested capital in poultry plants, but, for the ideal farm, the land need not be of the best nor the buildings expensive. If properly managed no other line of business offers better opportunity for the investor. With good housing, feed and care, profits of from $1 to $6 per hen have been realized. For amount of labor and money expended no other industry can give better returns.

Poultry in Connection with Fruit and Hay

(By Henry A. Wilson, Hollis, N. H.)

I consider the poultry industry one of the best paying branches of farming in New England. I am keeping poultry in connection with fruit and hay. I started several years ago in a small way, keeping a few hens for eggs. I have kept adding to my plant and at present I have about 1,500 laying hens and 5,000 chickens. I am picking up 600 eggs a day at present (August, 1910). I keep the White Plymouth Rocks, as I consider them the best all-round fowl that there is. My specialty is strictly fresh eggs, capons and soft roasters. This season I have sold a good many eggs in 100 and 1,000 lots to set. I have also filled several 1,000 day-old chicken orders. I have a large grain building where I pack my eggs, dress the poultry, etc. I have a hot air pump in this building, that pumps the water for the plant. It takes about 1,000 gallons a day. I have running water to all my houses and to all my pens in my brooders. Under the grain building is my incubator cellar, where I have 4,500 eggs most of the time. My nursery brooder is connected with the incubator cellar with a 50-foot subway. In this brooder I have accommodations for 2,000 chickens at once; in my secondary brooder I can accommodate 2,000 more.

I have, besides, 40 colony houses and 120 colony coops. I feed all-day feed to the hens and chickens. I mix all my scratch grains and dry mashes, as I prefer to buy the grains and mix them to suit myself. I buy all my grain, and raise clover, cabbages and mangels for green feed.

I use the fertilizer from the hens to raise hay and fruit. I have a young orchard of 800 peach and apple trees that is doing splendidly. My peach trees are four years old and they have a heavy crop of peaches on them now (August, 1910).

As to the financial possibilities, I know there is good money in the poultry industry, if any one will make up his mind that it is not a soft snap, and will take hold and work.

Worthy of Deep Study, Says a Woman

(By Mrs. Harry Greenhall, South Royalston, Mass.)

I feel that anything said by me in behalf of the poultry or chicken industry would be very weak. Yet, at the same time, I think it well worth all the time, money and valuable thought any man or woman can put into it or invest along those lines; for, take it in all its branches, it certainly offers room for deep study and is a very large book.

As yet, my investments have been small, but with very good results. In my opinion, success along poultry lines lies at the root of experimenting, coupled with experience and plenty of never-tiring, accurate hard work. I put in last year single comb, clean stock, Cook strain, Rhode Island Reds; this year am running double comb in addition, and am having excellent fortune. I breed my own stock and raise and hatch all my own chickens. Last year I hatched 1,500 chickens; this year (1910) from one incubator alone I hatched 300 strong, healthy birds during the months of March and April.

Brooder House at Pitsfield, Maine—Capacity 10,000 Chicks

How One Man's Business Grew

(By L. H. Weare, North Weare, N. H.)

I entered the poultry business as a means of support in 1897, having previously had some experience with small flocks. I raised 275 pullets the first year, and built a laying house 100 x 13 feet.

As the hens paid a fair profit, I increased my flock the two succeeding years, and also built two more houses of the same size. For several years I have kept about 800 laying hens and raised pullets enough each year to renew one half or more of my stock. I have always found the pullets better layers than the yearling hens.

I have taken nearly the entire care of the poultry myself, and have also done considerable other work. I consider that an able-bodied man can readily care for from 1,200 to 1,500 hens and raise pullets enough to renew one half of the stock each year. This would require keeping the fowls in flocks of from 50 to 100, which plan I have found satisfactory.

If I were to build today, I would use the open-front plan, using mostly muslin curtains in place of glass windows. I have been the most successful with Rhode Island Reds, as the pullets nearly always lay well in the early winter.

Having tried several methods of feeding, I am best satisfied with the plan of keeping whole grain and also dry mash before the fowl all the time. Besides this, I throw in some grain each day for them to scratch out of the litter. At present prices of grain and poultry products, I can secure a profit of from $1 to $1.25 per hen per year, selling my product at market prices and not for fancy trade.

I consider the outlook for the business better than ever before, as there is an increasing demand for poultry products at good prices.

Pointers on Incubator Chickens

(By H. F. Hemenway, Marlboro, Mass.)

The delicate operation of bringing chickens through the first two weeks is an important consideration.

My first chickens of this season were 50 Rhode Island Reds, hatched in an incubator, though without proper preparation, as the following will surely prove: At the end of the first week I had lost 26 of the little fellows from the dreaded white diarrhea, and at the end of the second week three more went the way of the 26, leaving 21 of the original 50 to bring in a dividend later. Every cold day and every night for nine days chickens were brought into the house, a very poor way to raise them—at least, so my experience teaches, as they get cold which causes bowel and other troubles.

My second lot of 76, also incubator chickens, was treated somewhat differently. After the eggs had been in the incubator 16 days I sprayed them with sulpho napthol solution, two tablespoonfuls of the disinfectant to two quarts of water at 110 degrees. This was repeated on the 18th day and prevented white diarrhea

I got a brooder for this lot and had it fixed up 10 hours before the time to receive the chicks. As soon as they were dry they were put in the brooder, which remains at an even temperature and is very necessary for success in this branch of the chicken industry.

The first 48 hours no food was given, as the last thing the chickens do before coming out of the shells is to absorb the yolks, which is food prepared by nature for them until they are able to get about and pick up a living for themselves. Grit and water were provided from the first and should always be in reach.

Beginning with the third day I began to give them a commercial chicken food, feeding every two hours until the seventh day, when I started them at three times a day. On the third day I killed a weak little fellow, the only chicken I lost out of this lot. There was no sign of white diarrhea. On the seventh day I put a growing feed before the chickens, which they are very fond of and which makes them grow like weeds. This is always at hand until they are fed the laying mash. When the chickens were 12 days old I put them out doors in a brood coop with a small run attached; here they could get green grass, which is a necessity for growing chickens. The more variety they can get of green food the better.

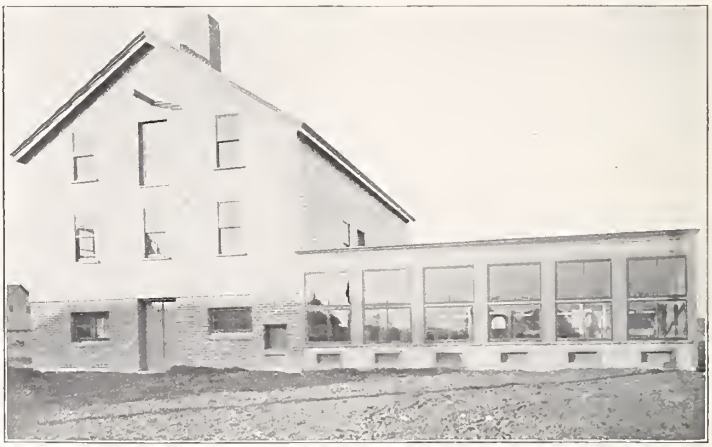
If quarters are near other fowl lice will be apt to put in an appearance and will have to be taken care of, as the chickens will not gain any weight with these pests at work. Sulphur and lard put on top of the heads and under the wings will drive away the lice, but they will constantly reappear and must be fought continually. Keep everything clean and watch them closely if you would succeed.

I have had very good results in this manner. Others have different ways which work as well with them, but this method suits me very well.

Profited by Early Mistakes

(By Fred L. Hill, Alton, N. H.)

Four years ago last May, I bought 50 chickens of a reliable dealer in Boston and started in the poultry business, feeding them chick and laying mash with good results. Since that time I have made many mistakes and learned a great deal, but, while I am still in the A B C class, I believe I have cause for



Incubator and Brooder House at University of Maine

much encouragement, as my chickens, especially pullets, at this season are much better than I have ever raised and I know I can make it pay in the "hen business."

My failures were due to poor incubators and brooders. The incubators I am now using are O. K. and my brooders are much better than before and I know they can be improved upon, as I was at fault to a certain extent.

I am raising Rhode Island Reds and White Wyandottes that are bred for layers. I have already purchased land and expect soon to build a larger house, as I want 1,000 pullets another fall. This year I will have 200 pullets and 64 year-old hens to winter.

I would like to say for those who are limited for fresh ground and green food for chickens that if they will in the spring crowd the hens more and plant all the available yards to buckwheat and rape seed, it will be a great help during June and July, when the green grass is all eaten down, to pull up enough of either buckwheat or rape for one good feed a day. The chickens are very fond of both kinds. The buckwheat grows faster, while the rape is not injured by frosts or hot dry weather, so that it can be planted early to feed after the first crop is gone.

Some New England Advantages

(By James C. Farmer, South Newbury, N. H., Master of Sunapee Lake Grange, No. 112.)

New England is awakening to the fact that the hen, with care and attention, is ready to return a good profit for your labor. Every year there is an increase and a larger opportunity to sell poultry and eggs at a profit. Take, for instance, the summer months, when we of northern New England have people from all parts of the country with us. I have found that fresh eggs, or a fowl or chicken well dressed, are in demand at the cottages as well as at the large hotels and prices paid are as high, and in some cases higher, than city prices.

I have sold poultry, eggs and produce around Sunapee Lake for a number of years and every year more people are coming, while the number of cottages is increasing rapidly. It is the same at other lakes and resorts. All this increase means more opportunity for the New England farmers and poultrymen, as they can, with attention and promptness, constantly enlarge their list of customers among our summer guests.

Eggs are in demand at prices from 8 to 10 cents per dozen higher than can be received from the village stores, and, through the winter, with a little effort, the farmers can find a market for eggs or poultry among city dealers, restaurant keepers or private residents at the same advance in prices over what is offered by the country establishments.

By writing to or visiting interested persons in cities one can find places where eggs and poultry are desired and where an extra profit can be made by having regular customers for the product. I have found this way to be better than shipping to commission merchants.

The profit from poultry is as good as, and in many cases better than, can be made from any other part of the farm. Take, for instance, a fowl that weighs five pounds. It is frequently sold to a hen man, or who ever happens along and cares to buy, at 50 cents or from 10 cents to 12 cents per pound. Say it brings 60 cents, for example, when sold as it stands. If, on the other hand, the same bird is dressed, with a shrinkage of three quarters of a pound, and sold for 20 cents per pound, as can be done, the price amounts to 85 cents. The extra profit is worth the time spent on broilers or chickens and the profit is increased in the above manner.

With more care and attention to the condition of the poultry when sold and to the flock to increase egg production, northern New England can take a high place in the poultry industry.

Supply Far Behind the Demand

(By Stuart H. Nye, Hampton, N. H.)

I believe the poultry industry, particularly in New England, is far from being overdone. The supply does not begin to equal the demand.

Fresh eggs and first-class dressed poultry never commanded higher prices than they have this year, while the price of feed for poultry has remained about the same the last three years.

There was never a better time for one interested to start in the poultry business. While I do not believe there is a fortune in it, still there is the assurance, surely, of a good living; and a living now days means more than merely enough to eat and clothes to wear.

My source of income is from the sale of eggs (for market), broilers and roasters and, for a few months in the spring, in supplying eggs for hatching and day-old chicks. The day-old chick industry is in its infancy. During the hatching months it is impossible to get out enough to meet the demand. Personally, I have had calls for hundreds

Poultry House on a Small Farm

more than I could supply. Here is a great opportunity for one who would specialize.

My success with poultry has been very fair and I attribute it largely to the fact that I tolerate none but vigorous birds in my breeding pens. The necessity of culling closely cannot be emphasized too strongly. Without great stamina in the parent stock the foundation of success for the average man is missing.

Grew from Small Beginning

(By Egbert Follansbee, Pine Grove Poultry Farm, South Merrimack, N. H.)

Ten years ago I resolved to become a poultryman and I returned to my boyhood home, a small farm of five acres. I found the buildings, which consisted of house, barn, and two sheds, all sadly in need of repair. The sheds were of use only as fire wood and, by the time the rest of the repairs were made, I found my little stock of capital exhausted. I was obliged to depend on my garden and let the poultry wait.

It was two years before I was able to build my first poultry house and I started my business with 10 barn yard fowl, the egg yield of which, as I kept an accurate record, was a surprise to me.

My desire having been for pure bred fowl from the first, I soon obtained a few settings. Since then I have gradually added new buildings and increased my flock until I now have 250 pure bred White Wyandottes and hatch each year about 1,000 chicks, of which I reserve only the best and find they yield me a very good profit.

While my flock is small, I think the profit is greater than it would be with a larger one, as I am able to give the fowl my personal attention.

I have found that poultry has done a great deal for me. The occupation is a very healthful one and I think there are many farms now idle which might be turned into poultry farms with good success.

Price Advance to Continue

(By Val M. Clough, West Canaan, N. H.)

Without entering into a discussion of the merits or demerits of the various breeds of fowls which make it possible to select the best for eggs or meat, or the middle class which will give the poultry man fairly good results along both lines, I want to say that care and feeding are, in my opinion, more important than breeds. I started in the poultry business in a small way about ten years ago and have increased the number of fowls from time to time, although it is a side line with me even now. I am convinced that money invested in the business will show good returns if the enterprise is handled by a person adapted to it. Principal among the qualifications required is good common sense, and the poulterer should realize that his flock needs care at certain hours each day.

I would advise any person with limited means to start in a small way and increase as he gains experience, both from reading and personal conversation with successful producers. Farmers' Bulletin, No. 41, (Fowls: Care and Feeding) mailed free by the United States Department of Agriculture, is an excellent poultry publication as far as it goes.

Beginners should not believe all of rosy stories that are told about quick and sure wealth, but should look for good profits. After a proper start, ship direct to a retail dealer, if you can, and be sure every egg is clean and fresh. Prices will continue to advance from year to year, I think, as the cities grow and the value of eggs for food and medicinal purposes become better appreciated.

It is not necessary to live near a large city, as the express companies will carry eggs for about one cent a dozen and poultry for three fourths of a cent per pound for approximately 100 miles. This makes some of the New England idle farms well worth looking after, for women as well as men. The air and water are fine and many table supplies can be easily raised. Money invested in timber land shows good returns for a small amount of labor, so a few extra acres purchased with the buildings are worth all they cost.

Poultry Raising a Paying Business

(By I. A Clough, Gilmanton Iron Works, N. H.)

My experience proves to me that it will pay to make poultry raising a business. It is 15 years since I commenced with one sick hen. In 1901 I began to enlarge, having found that a few hens paid. I winter 400 hens and raise about 500 chickens a year. One year the profit above the cost of feed was $419. Last year the profit was less, although the eggs and poultry sold for $1,031.

The profits of the business have built houses, bought incubators, brooders, etc., and paid over $300 for land, and are now enabling me to repair my dwelling inside and out. I had no family to support, but now have a wife with her son 17 years of age. My plan is to build for 700 hens and 800 chickens.

It is best for a beginner to start with a few hens and learn the business as it increases. One can keep a small flock and attend to his usual occupation until he becomes acquainted with hens. It is more difficult to manage several hundred successfully that it is a small flock.

The business affords a good opportunity for a man of small means to begin with a few hens and work up a business in which he can make a decent living.

No man should enter the poultry business for the mere profit. He should have a natural fitness for it. If he has he will like it and will make more than at general farming.

Poultry Raising as a Pastime

(By Fred C. Cleaveland, Counsellor-at-Law, Lancaster, N. H.)

I note with some satisfaction that you are trying to foster and promote an interest among the people of New England in the poultry industry. I do not pose as an expert in this line, nor do I engage in it as an occupation, but for the last six years I have dabbled in it more or less as a pastime. Although I have viewed the situation in this light, still my efforts have always been rewarded with a showing on the profit side of the balance sheet and furthermore I have always been able to provide my family with fresh eggs and poultry at any time.

I am very glad to add a word for the purpose of encouraging any who might contemplate engaging in the poultry business, either as a pastime or as a steady occupation. In fact, I know of no light industry that is better suited to the professional man or men of sedentary occupation than the poultry business, whether he wishes to engage in it as a matter of recreation or with the view to making it provide a portion of his income.

My experience has shown me that it is not necessary to have a large amount of land or commodious buildings in order to succeed. My efforts have always been confined to a small village lot and my flock of single comb Rhode Island Reds has varied in number from 25 to 150, according to the season of the year. I average to winter 40 to 60 and raise from 60 to 100 chickens every season.

I have been most interested in the subject of artificial incubation and brooding. While the beginner will usually experience a great many disappointments in the use of an incubator and brooder, still I can safely say that the average person who is willing to use considerable care and a reasonable amount of judgment can and will succeed with the artificial method of hatching and rearing chickens.

I have often wondered why it is that so few people who possess the necessary facilities engage in the poultry industry. The ranks in this section of New Hampshire, however, seem to be increasing and I certainly hope that your efforts along this line will prove a source of inspiration to any who are looking for a pleasant and lucrative occupation.

A Collection of Colony Poultry Houses

The Profit Probabilities of Poultry

Conducted as any other department of commercial or agricultural enterprise the poultry industry is one of the most promising of the present time. The demand for the products is firm and consistent and there is little prospect that the production will catch up with the constantly increasing demand for many years to come.

Northern New England offers many advantages for successful poultry raising. In the first place, the climate is admirably adapted for the purpose. It is true that the hen is not very finicky in this regard. It will thrive in almost any part of the temperate zone and comparatively few precautions are necessary to keep fowls in good condition. They do not need steam-heated apartments, but it must not be forgotten that some protection against the inclemency of the weather is necessary and it is a fact that no self-respecting matronly hen likes to be wet down by a heavy rainstorm. Their quarters should be kept clean and reasonably comfortable, about the same degree of care in this respect being necessary as is required to maintain any farm creature in good condition.

This rule applies also to food. A certain amount of judgment and attention in preparation, kind and quality are necessary, but no more precautions need be taken than are followed in seeing that cattle are properly provided for. The large percentage of failures in the poultry business is not because hens require an unusual amount of care, but because many of those who failed did not seem to realize that the creatures require any care at all. The situation, therefore, resolves itself to merely giving to the poultry something of the same consideration that is paid to other stock on a farm. It is quite safe to say that the hens do not need so much as horses or cattle, but they do require a reasonable amount and no person can hope for success in the business without recognizing this fact.

Good advice can be found in plenty, but experience is the best teacher. The beginner should learn with a small flock, and the amount of knowledge he will absorb in a few months with twenty or thirty hens will prove surprising as well as interesting. This knowledge, however, if it is based on the first intimate acquaintance with the hen family, will prove the foundation for success in the business, provided advantage is taken of the lessons that have been taught.

It is advisable to emphasize the fact that, to succeed in raising poultry, it is necessary to understand the principles and methods of business and give heed to the ordinary demands of any enterprise. Poultry raising is no more difficult than any other branch of agricultural endeavor and it requires no more than any other; neither will less answer.

Space is given to this phase of the matter, because of a general impression that poultry raising is the simplest department of farming and requires less pains, and because of misleading advertisements which frequently appear and which misrepresent the situation as applied to the average man not conversant with agricultural affairs.

What Northern New England Offers

In the whole United States there is no better place to raise poultry than in northern New England. Nowhere in the country is there so good a place as in New England and New York, or what may be termed the northeastern part of the Unites States. Conditions generally are the same in that particular region and they are by far the best in the nation. Instead of much of the supply of eggs and poultry being raised on farms in the Mississippi Valley, the tide of production should be turned in this direction and the leading honors carried by the six New England states and their sister, New York. Rather, only a small proportion of the amount required is marketed by the farmers in that section.

A carefully conducted series of investigations and experiments was conducted by the poultry department of Cornell University and it was accurately demonstrated that the poultry raisers in this region enjoy a net advantage over their western brethren of twenty per cent. It is true that feed on an average costs at present about ten per cent. more than it does in such states as Iowa, Illinois and Kansas, but land is so much cheaper here, the cost of building material so much less and the markets so much nearer that the easterner

has thirty per cent. of the cost in his favor, which means a net twenty per cent.

In addition to this there is a heightened demand for the strictly fresh product, because it can be put in the hands of the consumers within a comparatively few hours of the time of production. For instance, eggs laid today in any part of Massachusetts or New Hampshire can be shipped in the afternoon or early evening by express and arrive in Boston early the next morning. In many instances it is not necessary to go to Boston for a market. Dozens of cities on the way demand a large proportion of the product and the average producer has to send his goods but a few miles before finding a purchaser at the highest market rates.

With these advantages it is not unreasonable to consider that the opportunity for alert men will soon be accepted and that they will respond to the general demand of economic conditions for a much larger local production than now exists. This means, of course, a further improvement in marketing conditions, because it will enable the shipment of large quantities under association conditions, resulting in the maximum price at a minimum of expense. Those who will profit most by such conditions are those who recognize the situation as it exists today and make haste to accept the advantages offered them.

Poultry raising may be made profitable either as a business by itself or as a side department of general farming. Even in the former case it is well to raise much of the feed required and to do this economically requires a certain amount of fertilization by stock. Therefore, except in cases where special features are attempted, the average man finds it more profitable to follow other branches of farming as well as poultry in order to bring about the best results. In either case it is well to establish a high reputation for the product and then maintain it. The output should be sent to a reliable jobber who knows the producer and his shipments and who in turn can guarantee the quality of the goods. Consistent, regular shipments should be made and the movements of the market watched closely.

Advantages of Co-operative Selling

As in various farming branches the practice of coöperative marketing seems destined soon to find favor in the poultry department. With a good association it is possible to ship to the centers of greatest demand and to deal with the most reliable concerns. An association sales-manager is usually careful not to forward an oversupply to any market and to steer the goods of his clients where the best prices may be secured. This, however, is a feature of the future and hundreds of idle acres must be occupied and improved before the northern New England poultry industry reaches a position demanding so eminently desirable an innovation.

Detailed instructions in the raising of poultry and suggestions for the best methods of developing the industry are offered interested persons in bulletins issued by the agricultural department of the United States and by the agricultural experiment stations in various states. Interested persons will find no difficulty in securing a vast fund of information by making requests to different officials. Some points which may be of value, however, have been culled from various publications and are offered as rudimentary suggestions for those who take an interest in the industry.

The Question of Best Varieties

Despite the many different breeds of fowl, successful poultry raisers in New England usually confine their attention for general purposes to three varieties, Wyandottes, Rhode Island Reds and Plymouth Rocks. It is held that this is the class of stock best adapted to the wants of most poultry keepers in this section. A comparison of the three breeds and their varieties will indicate how like they are in essential qualities, and also show the superficial differences which would sometimes be considered in making a choice, and which in a few cases do have a marked influence in determining the popularity of the variety.

All are medium-sized fowls, the Plymouth Rocks, as a class, being a little larger than the others, and a little longer in coming to maturity.

Of Plymouth Rocks there are three varieties, Barred, White and Buff. Unless he had a color preference, a taste for appearance to satisfy, it would

make no difference to the poultry keeper who wanted a fowl of the Plymouth Rock type which of the three varieties he took.

In Wyandottes the number of varieties is greater, and most of them are more difficult to produce in such uniformity of color as will satisfy even a moderately critical taste. The White and Buff Wyandottes are the only variety of the breed which the farmer looking for stock would do well to consider, if he found what he wanted. Of the other varieties, the Golden Laced, Silver Laced, Partridge, or Golden Pencilled, and Silver Pencilled, are difficult to breed; and the farmer who is not something of a fancier would not long be suited with them. The Black Wyandottes are comparatively rare, and their color does not recommend them to many practical poultry keepers. The Columbian Wyandotte, with markings of a Light Brahma, should make a first-class variety for the farm. The present objection to recommending it generally is that the strain requires very careful breeding to bring it to such a stage of color development and the average novice in handling the variety will not get encouraging results in that feature. Of course the novice, in handling any variety, as in doing work of any kind, makes mistakes at first. It takes a year or two of experience in breeding to learn to avoid the most serious mistakes. But the poultry keeper who wants to make himself a good breeder of fowls will succeed better by beginning with well-established varieties, because then his first and hardest year's work is not made more difficult by lack of development or permanence of the special characteristics of the varieties he is working with.

The ideal Rhode Island Red is of a type intermediate between the ideal Plymouth Rock and Wyandotte type, but comparatively few specimens have yet been produced showing that type conspicuously. The average Rhode Island Red resembles the average Wyandotte more than it does the Plymouth Rock. There are two varieties, the Rose Combed and the Single Combed. A third variety, Pea Combed, like a Brahma, is bred by a few breeders, but has not attained a popularity at all comparable with that of the other two, which in many sections of New England seem to have matched the popularity of the favored varieties of the Plymouth Rocks and Wyandottes.

For usual farm conditions in this country no other breeds need be considered. In the section where soft roasters for city markets are grown on a large scale, Light Brahmas are very generally kept by farmers to supply growers of this class of poultry with eggs for hatching.

Hints on Land and Buildings

The ideal land for a poultry farm is a sandy loam, which is naturally well drained and yet capable of producing good crops of grass, clover, cabbages and mangolds for green food, and of corn, wheat and oats for grain food, and Canada peas, soja beans and sunflowers as partial substitutes for animal food; and containing gravel, which the fowl may use as grit or grindstones for its gizzard grist-mill.

The most favorable aspect is one which inclines gradually to the south, with southeast and southwest a second and third choice. Thereby is secured the full benefit of the sunshine in winter, and ready surface drainage in spring and fall.

The protection of rising ground, preferably covered with forest growth to the north and northwest, is desirable to break the strength of the strong prevailing winds, and aid in producing an approximation to the condition of balmy June in the substantial shelters during the season of severe cold, windy and rainy weather.

Carefully constructed, comfortable houses are most important aids in ameliorating the somewhat unfavorable natural influences of a rugged and changeable climate.

Summer as well as winter must be planned for. Sultry, stagnant, superheated surroundings in July and August are unquestionably more debilitating and destructive to hen health than the rigors and sudden changes of our New England winter. There is nothing more comforting and gratifying to hen or human than the cooling shade of leafy trees in the heat of midday in summer time. Sufficient trees, then, in the yards or on the range are necessary to the health and happiness of the feathered flocks of the farm.

The poultry house ought to be placed on a well-drained spot, facing the south or southeast. Its floor, whether of earth, boards or concrete, should

be at least six inches above the level of the surrounding ground, and shaped so that any unwelcome water which might get upon it shall immediately flow off and away from the house

The hen houses in summer time, instead of being close, stifling boxes, with fronts all of glass, should be made into shady shelters by replacing windows and doors with frames of wire netting, and by otherwise opening up the quarters so that they shall be little more than open sheds or shelters, whose tight roofs will protect the fowls alternately from the scorching rays of the hot sun at noonday and the down-pouring flood of sudden showers, while affording always the free fresh air that would naturally be found by the fowls roosting in trees. At the same time by the aid of wire netting the birds are protected from night prowlers of the four-legged and other varieties.

Curtain-front poultry houses have proved very successful at the University of Maine and their use is becoming general among poulterers.

Chemical Properties of Feed

Chemical analyses and digestion experiments in connection with poultry feeds will aid in reckoning trial rations, and the hens will show by testing how the rations may be improved.

The diet of the fowls must for best results include grains, green food, animal food and mineral food. Costly protein or "flesh-forming" nutrients should not be fed in excess, when cheap starchy constituents will answer for keeping up the heat of the bird's body.

A series of brooder feeding experiments in case of incubator chicks, conducted at the Rhode Island Experiment Station, gave the following results:

A flock of 46 chicks, fed on egg, liver and green food, reached a death rate of 63.7 per cent., of which 85.8 per cent. showed bowel troubles.

A flock of 58 chicks, fed on grain exclusively, showed a death rate of 32.7 per cent., of which 76.5 per cent had digestive troubles.

A flock of 63 chicks, fed on grain and green food, all animal food being withheld, showed a death rate of 9.5 per cent., of which 75 per cent. had digestive disorders.

A flock of 52 chicks, fed a complete and balanced ration, including "fertile" eggs, liver, cracked corn, wheat and barley and green food in the form of oat sprouts and chopped onions, had a death rate of 3.9 per cent., and not one chick showed digestive disorder.

Exhaustive experiments, carried on by the New York State Experiment Station, corroborated these results, and also emphasize the necessity of sufficient mineral food for growing chicks and ducklings.

All of these experiments indicate that the increased amount of protein used to balance the grain ration not only reduced the death rate, but also promoted rapid growth.

The same principle applies in feeding for egg production, for fattening and finishing for market, for the moulting period, and for exhibition condition for fancy fowls. The ration should, for best results, be balanced for its purpose, all conditions being considered, and use made of the available feeding stuffs which are best adapted, most economical and effective.

Whether mashes shall be fed, or exclusive dry feeding followed; what feed stuffs to use, and the special method of feeding,—all these and other related details must be worked out by the poultryman according to the conditions and as a part of his business.

Excellent Chances in Specialization

In working out his problem, the farmer usually finds it necessary to do as other successful business men are doing, and specialize in order to make his poultry pay the largest profit.

The production of the favorite "south shore chickens" has become a business which engages the efforts and employs the equipment on hundreds of farms in southeastern Massachusetts. Brahma and Plymouth Rock chickens are hatched in summer and autumn, and reared to be sold as roasters the following spring and early summer, when such stock is scarce and high priced in the Boston market.

This is a good illustration of special poultry farming by men who have sufficient enterprise to do things differently from the habitual way, when it proves profitable.

Farms devoted exclusively to egg production for market are not lacking, although their number is exceeded by farms on which the raising of broiler and roaster chickens is added to the egg production.

Boston furnishes the best market for fine quality of eggs and market fowl in the United States.

Some farmers who are naturally good salesmen find it advantageous to run retail routes, supplying fresh eggs and dressed chickens weekly to families, which pay good cash prices.

Another line of poultry culture which has been successfully specialized is that of duck raising.

A second branch of water fowl culture practised with success and profit in New England is geese growing. On numerous farms in eastern Rhode Island and on some farms of southeastern Massachusetts geese are raised by the farmers and sold to collectors in the summer. The birds are prepared for market at large packing stations, and sold as "green geese" in the great city markets. New England farmers in several localities, especially near the coast, might take up the raising of water fowl according to this simple plan with surety of adding to the present income of their farms.

The breeding of pigeons for the purpose of furnishing market squabs is a line of work which combines much pleasure with profit, and may well engage the attention of many a farmer or farmer's boy.

A progressive branch of poultry keeping which is becoming increasingly popular and profitable is the raising of breeding stock of one of the leading popular pure breeds of fowl, for selling to farmers and fanciers.

The fine products of exclusive White Wyandotte farms, Barred, Buff and White Plymouth Rock farms, Rhode Island Red farms and Light Brahma farms, are more and more frequently advertised. "Farm-raised stock" is increasingly demanded.

Some Features of the Business

For poultry, as well as other stock, the food should be raised largely on the farm. The farmer should plan to raise not only the grain for his hens but vegetables enough so that in his hen house in the winter he can hang within the reach of the hens a fresh supply every few days.

The closed house for poultry, well lighted and ventilated and with a proper scratching shed, was once thought to be the ideal place. Breeders are now coming to the conclusion that if the house is closed it should have a curtain front, and some are of the opinion that the open-front house will be the coming hen house. If special attention is given to the sanitary condition of the quarters for poultry, and a suitable dusting box is furnished, there will be no trouble with lice or mites.

When the business is made a specialty, the incubator and brooder should be used, but with a small flock generally the most economical way is to allow the hen to hatch her chicks. If the poultryman has a warm place and can look after them carefully, he should plan for early chicks. Six or seven months are usually required to grow a pullet to the age when she begins to lay. This will vary somewhat, however, according to the feed and care. The modern methods of growing chickens call for rapid growth and necessitate a great deal of care. They must be kept in a perfectly sanitary condition. It was formerly the custom to feed them soft feed, but in recent years the dry system of feeding has been found to be more satisfactory. The dry mash is substituted for the wet mash. Plenty of grit should be furnished and green food is as essential for chickens as for laying hens.

Henry Van Dreser, while lecturing at farmers' institutes a few years since, described his method of securing a large number of eggs at the time when they brought the highest price. He took the hens at a much earlier period than they usually moulted, shut them up, and gave them a light ration, thus reducing them in flesh. Then he largely increased their ration, and they began to thrive rapidly and in a short time would moult. Moulting early they would commence to lay early and in this way they produced eggs when they were worth the most.

Color of Eggs a Consideration

The color of eggs has become an important consideration. Some markets, such as Boston and the majority of the New England towns and cities, desire

Colony Breeding Houses Drawn Up for Winter Quarters

a brown egg and will pay a slight premium for the same; while New York, San Francisco, etc., prefer a white egg. It is the common impression in northern New England that a brown egg is richer. It is usually rather difficult to get the person making the statement to explain what is meant by richer. As a matter of fact the chemical analysis shows little or no difference between the content of a brown and a white egg. The shell of the brown egg is usually thicker, has a trifle more mineral matter, and, of course, contains the pigment. Perhaps the great value of color is in grading and it certainly makes a much more uniform and attractive looking package if the eggs are not only graded into brown and white, but also into the different shades of brown and white.

There is more or less shell variation in eggs. There are round eggs, pointed eggs, flat eggs, wrinkled eggs, etc. These eggs should not be included in the best dozens or in the best cases, but should be marketed together in separate boxes or cases, and so labelled that there may be no mistake.

Care Necessary in Marketing

Care must be taken in the time of marketing poultry. It pays to study market conditions. The general sequence of events runs something like this: Poultry products as a whole are high early in summer, but as soon as the stress of farm work—haying, etc.,—is over, everybody thinks that it is time to market his surplus stock and the result is that along about the first two weeks in August there is usually a general rush and prices drop often six or seven cents, even on fowl. The market gains strength from that time on, until after the harvest season in the fall, when again there is a tendency to make poultry a glut on the market. Following that come the Thanksgiving and Christmas seasons when the majority of producers believe that they are obliged to market their product. The most successful poultryman is the man who keeps in touch with the market, who keeps his stock coming along gradually, who avoids the times when the market is glutted and who knows that for two or three weeks following these periods the price steadily rises, and that he will take advantage of it. The storage men also know conditions and take advantage of them, and make a good deal by often holding a considerable portion of their supply over the vacation season.

Then again, the market is calling for a larger roaster than we have been accustomed to handle in the past and it is likely that this market will continue. The cost of the Thanksgiving and Christmas turkey has now gone practically beyond the range of the average individual and he is looking around for a large chicken which will take the place of the turkey. It is probable that in the near future we will find that the capon industry will come into more prominence throughout New England and that the capon will take the place of the turkey. At present this industry is largely confined to the south shore district of Massachusetts where the birds are hatched the preceding fall and summer, grown throughout the winter under the mild conditions that exist there, and are marketed as soft roasters the next March and April. The only way to secure a roaster weighing from eight to ten pounds for the Christmas season is to hatch that chicken early in March or April, caponize it about June, grow it as fast as possible throughout the succeeding months, and market it as a soft roaster when the demand is greatest.

Furthermore this roasting stock should be fattened. The people of the United States as a whole are not familiar with well fatted poultry. It is the English and the French who have perfected this line of work. In those countries even the crate fatted or pen fatted chicken is only considered half fat. It must be crammed before it can possess the fine flavor and delicate finish that the people of those nations call fatted chicken. The great bulk of the American roasters are simply range fed stock. There is something more in fattening than simply the attainment of increased returns. The tissues of the range fed chicken are largely filled up with water and when as a roaster it is placed in the oven, it dries out very rapidly, whereas after two or three weeks of fattening, the liquid in the tissues, to a certain extent, is replaced by a fatty oil which does not readily evaporate in the roasting process. It rather percolates through the tissues and adds a distinct flavor and finish to the flesh. It would pay every individual who has but a small flock of birds at home to fatten them before killing, even for his own table. Anyone who has really partaken of a well-fatted, well-finished roaster will not readily return to range-fed stock.

A Chapter for Beginners

The following chapter is from "Farm Poultry," by Watson:

To a person contemplating a new enterprise or the extension of a business already established one of the first questions to be solved is "What will it cost?" It often happens that the original or first cost of an enterprise, prevents persons of moderate resources from making what in their judgment would be a safe investment. Probably there is no important branch of animal industry that requires so little outlay in labor and money as poultry-keeping. Unlike many enterprises, the poultry business may be begun in a small way and conducted successfully with the expenditure of a very meager sum of money. In breeding other kinds of pure-bred farm stock the first cost necessarily must be considerable, particularly if worthy animals are used for foundation stock.

A small beginning, which is often desirable in order to give the preliminary training necessary to final success, may be made with the resources of an ordinary farm. This modest beginning would not in any way interfere with the development or extension of the business should circumstances and experience warrant such a course. In this respect the poultry business furnishes a marked contrast to some other lines of work, particularly to those that require tools and machinery to place a finished product upon the market. If the business be largely increased, new and larger machines must be obtained in order to produce with the greatest economy, and consequently a sacrifice must be made in the equipment of the original small plant.

To those about to make their first attempt in poultry-keeping on an extensive scale, it may be said that one of the safest ways, if not the only sure way to success, is to start in a moderate way and to delay long enough to learn the business thoroughly before much is invested. Mistakes will certainly be made and difficult problems will present themselves for solution before success can be attained in any extended way. Many have made the experiment of investing considerable money and labor before the business was even fairly well understood, and failure, or discouragement—which often amounts to the same thing—has been the consequent result.

While failures due solely to inexperience are in evidence most of the time, yet new recruits are continually rushing forward to repeat the disaster. This is without doubt due largely to the desire on the part of many to accumulate money rapidly and before they have time to pass through the important apprenticeship of learning the business. Undoubtedly many are tempted to go into the poultry business on a somewhat extensive scale because a few fowls are kept on many farms seemingly with profit, and yet without much care. The small flocks that have the run of the farm thrive with little care, but large colonies demand close attention from one who has passed the stage of a novice, if the greatest success is to be attained.

Comparatively Little Land Necessary

Unless it is desirable to raise all, or nearly all, of the grain which the fowls require on the same farms on which they are kept, comparatively little land will be required. Especially is this true with ducks and chickens. Turkeys, on account of their roving nature, do best when given a wide range. Laying hens, however, will do well when confined in a comparatively small yard or "run" if the ground is kept clean by cultivation. Four or five acres will afford ample space for eight hundred hens if suitable arrangements are made to keep them in moderately small flocks. This amount of land will also provide ample space for the rearing of the young required for the maintenance of the flock. If the grain food be purchased, very little land will be necessary—only enough for the houses, yard and sufficient space whereon to grow the green or succulent food. A very small area will be sufficient on which to raise the green food if the land be kept in a high state of fertility. It is true that in some parts of the year it will be advantageous to have a wide range, if one can be provided.

Fowls, like other classes of live stock, require more exercise while they are growing and developing, and do best in a large run or park, as so much depends on a strong body and constitution when the period of greatest usefulness is reached. It is of relatively more importance, therefore, to have a large run for the young and immature fowls than for the mature birds, which latter are

being maintained solely for the production of eggs. Fattening fowls require comparatively little exercise, their health is not materially impaired by a short confinement, and more rapid gain in weight is secured by confining them.

Quick Returns From Money Invested

Of the various branches of animal industry there is probably none that brings such quick returns as poultry-keeping. It matters not whether the poultry-raiser desires to produce eggs, meat in the form of broilers, mature fowls, or capons, the product is ready for market within a comparatively short time. Even though the slowest method be pursued—that of selecting eggs for hatching, from which are to be reared the fowls to produce eggs—there should be no difficulty in producing for the market in from five to eight months.

With other classes of live stock, not only is a much longer time required in which to secure returns, but also a greater money outlay at the beginning. The fact that so little time is required for the development of a paying business makes poultry-keeping an attractive field for those having little capital, and who must enter some business that will bring quick returns.

May be Conducted By Persons of Either Sex

The fact that the poultry business requires little land, few and inexpensive buildings and no heavy and complicated machinery, makes it well suited to persons of either sex who are unable physically, or who do not desire, to perform heavy manual labor or any work that requires the outlay of considerable effort and strength.

Those who desire to work more or less out of doors, and who are willing to attend regularly to details, may find congenial employment and may undertake to perform the necessary operations of poultry-keeping without the feeling that they are starting in a business for which they are not fitted. It will frequently be noticed that success in business is attained by those who for various reasons are more or less unfitted for the work which they have undertaken, and who consequently achieve success through great perseverance alone and in the face of greater difficulties than their competitors experience.

Many people of means and refined tastes have profitably taken up the study and occupation of poultry-keeping as a means of affording healthful out-of-door exercise, in order to regain failing health or to afford a change and rest from professional activity. Many women have become expert breeders, or producers of various poultry products and are recognized as authorities in their respective lines of work. There is no branch of animal industry that offers so many inducements to women as some of the various branches of poultry-keeping, particularly if they desire to experiment in the production of new forms.

A Great Variety of Products

Quite unlike other lines of live-stock work, in which only a few products are raised on the farm ready for the market, poultry-keeping fortunately offers to the poultryman and farmer an opportunity to choose from a number of marketable products those which he prefers to provide or which in his judgment will most likely bring pleasure or financial success. It is noticed that circumstances are often such that certain lines of poultry work can be conducted with greater success than others, so that those who study closely their own adaptabilities are enabled to select at the outset the line of work that is likely to prove the most satisfactory.

To carry out this idea somewhat further by means of an illustration, it will readily be seen that if a poultryman had a somewhat limited space for fowls, including both buildings and yards, so that it would be quite impossible to keep to advantage more than a few hundred at most, he should either devote his energy to the production of fowls of high merit for breeding purposes or confine himself to egg production. The rearing of young fowls for market demands more space both in and out of doors than a business of the same magnitude in which egg production is the chief object. The various classes of domestic hen, with turkeys, ducks, geese, and pigeons, furnish a great variety of products that find ready sale in the markets. From these the farmer or poultryman may select those that offer to him the greatest special inducements.

With the modern facilities for rapid transportation, the various poultry

products may be sent to market hundreds of miles distant and be placed before the consumer in excellent condition. Eggs only a few days old may be served as food after being shipped hundreds of miles by express.

While the best products may be sent long distances by express with profit, the poorer ones seldom pay for the extra cost of rapid transit. Superior products create new demands. Since more attention is now paid to poultry-raising in this country than was given the industry but a few years ago, many highly prized special articles have been produced which find a ready market at remunerative prices in nearly all of the large cities. As better products are placed on the market, and as people of means become aware of this fact, the demand for a good article soon becomes as strong and constant as that for the cheaper and more staple articles. As soon as a worthy article is produced regularly, customers are ready to purchase. The best on the market is usually sold first. Better work with poultry will eventually insure better products, which find ready sales and, in turn, create new demands. It should be the aim of each person who is about to enter the poultry business, to produce the best which the market affords. The greatest skill is required to furnish the best, but articles which are produced with great skill and a thorough knowledge of the business, usually yield the greatest profits.

Desirable Locations for Poultry Farming

Dozens of agricultural areas suitable for the profitable production of poultry are to be found in all parts of northern New England, where the advantages of good living may be enjoyed. Nearly all are within a few miles of the railroad and no difficulty is encountered in getting products to market in quick time and at reasonable rates. The advantages of commercial centres like Boston and New York and numerous smaller cities are to be enjoyed in every instance and yet the prices of estates are very reasonable. In nearly every case land and buildings can be bought for less than it would cost to duplicate the structures today, with as good land as can be desired at from $15 to $25, and less fertile tracts at from $5 to $10, per acre.

Few, indeed, are the places in the whole country where more attractive and promising prospects can be found for engaging in poultry farming than in Massachusetts and New Hampshire.

The Boston & Maine Railroad has no land for sale and is not interested in real estate. Its Industrial Department, however, is glad to furnish reliable information to interested parties and will put them in touch with parties who have charge of properties. Address all communications to

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